

Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 /016 W

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P R 111612Z SEP 75

FM AMEMBASSY LAGOS

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1135

UNCLAS LAGOS 08915

FOR COMMERCE SIPS, MEPD

E.O. 11652 : NA

TAGS : BEX, NI

SUBJ : PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY

REF : LAGOS 8695

1. MACK AND AM GENERAL PRESENTATIONS WELL RECEIVED ON 9/10 BY MOD. ARMY CHIEF OF STAFF, QUARTERMASTER GENERAL (QMG) AND CHIEF OF STAFF SUPREME HEADQUARTERS AMONG THOSE IN ATTENDANCE.

2. IN SUBSEQUENT MEETING SAME DAY WITH EMBASSY OFFICERS QMG AND STAFF EMPHASIZED MOD VERY PLEASED WITH U.S. RESPONSE. ALSO STATED FIRM DECISION TO DEAL ONLY WITH TRUCK MANUFACTURERS, THUS EXCLUDING NAPCO FROM FURTHER DISCUSSIONS ON PROJECT. MOD VIEWS NAPCO AS MIDDLEMAN AND BELIEVES ITS SALES PRESENTATION NOW UNNECESSARY.

3. SITUATION REINFORCED BY STATEMENT BY SENIOR AM GENERAL EXECUTIVE WHO MADE HIS COMPANY'S PRESENTATION ON 9/10. HE SAID THAT NAPCO NOT AUTHORIZED TO BE AGENT FOR AM GENERAL TACTICAL VEHICLES IN NIGERIA, AND THAT DEALINGS WITH MOD HERE TO BE PERFORMED DIRECTLY BY AM GENERAL.

4. EMBASSY HAS RELAYED THIS INFORMATION BY CABLE TO FRANCIS ABRONO, NAPCO.

5. QMG PLANNING TO LEAD 5-MAN TEAM TO VISIT FOUR U.S. TRUCK
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MANUFACTURERS IN EARLY OCTOBER. TRIP EXPECTED TO TAKE 10 DAYS

AND FOLLOW ROUTE ALLENTOWN (MACK), CLEVELAND (WHITE), SOUTH BEND
(AM GENERAL), DEARBORN/LOUISVILLE (FORD). EMBASSY COORDINATING
ARRANGEMENTS WITH MOD AND MANUFACTURERS, WILL KEEP DEPARTMENT
INFORMED OF DETAILS AS SOON AS AVAILABLE. MOD PLANS TO MAKE
FINAL DECISION ON AWARDS SHORTLY AFTER TRIP COMPLETION.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAGOS08915
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750315-0394
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750962/aaaacddf.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 LAGOS 8695
Review Action: RELEASED, APPROVED
Review Authority: RowellEO
Review Comment: n/a
Review Content Flags:
Review Date: 05 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 MAR 2003 by maustmc>; APPROVED <29 JAN 2004 by RowellEO>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: : PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY
TAGS: BEXP, NI
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006